1. Which zipcodes are preferred for investors?

2. Typical Renter’s occupations in those zip codes?

3. Average days on market for lease.

4. Vacancy rate.

5. Demographic

6. M&M cost

7. Average rate of return (Cap rate/cash-on-cash return)

8. What is the average property management fee? Can you manage my property, if not, can you

refer reliable property managers to me. Can you refer lenders/insurance agents/contractors to me.

9. Is this city/area landlord friendly or tenants friendly?

10. Are you mainly working with retail buyers/sellers or investors. Are you an investor. Do you have any investment properties, in what area.

11. Do I have to sign an exclusive agent agreement with you. How long does the agreement last. If it lasts 6 months and I couldn’t find a property I’d like to purchase, do we have to renew the agreement.

12. Do you have a recommended PM? How do you work with them?

13. Do you have recommended contractors? How do you work with them?

14. What’s the average build year in the area? What are the average fix-and-flip costs?